

FOREIGN MILITARY SALES (FMS) PROCESS

1 PRE-CASE DEVELOPMENT IN PARTNER NATION

- P
PRELIMINARY

D
DEFINITION
- Define Defense requirements
 - Evaluate options and sources
 - Indefinite time period*
- R
REQUEST
- Request Price and Availability (P&A) or a Letter of Offer and Acceptance (LOA)
 - Draft Letter of Request (LOR)
 - Perform a Country Team Assessment (CTA)
 - Indefinite time period*

2 CASE DEVELOPMENT IN US

- O
OFFER
- Validate and evaluate the LOR
 - Develop the LOA
 - Congressional Notification
 - LOA offer
 - Anticipated offer date (30-90 days)*
- A
ACCEPTANCE
- PN signs LOA
 - Initial deposit
 - Offer Expiration Date
 - +/-60 days country review*

3 IMPLEMENTATION, EXECUTION & CLOSURE US → PARTNER NATION

- I
IMPLEMENTATION
- Obligational Authority
 - FMS computer systems
 - 10-15 days average*
- E
EXECUTION
- Delivery of articles, services, and training
 - Reporting deliveries and expenditures
 - Indefinite time period (longest phase)*
- C
CLOSURE
- Reconciliation
 - Typically 2 years from supply/services complete*

